

Fig. 1
(Prior Art)

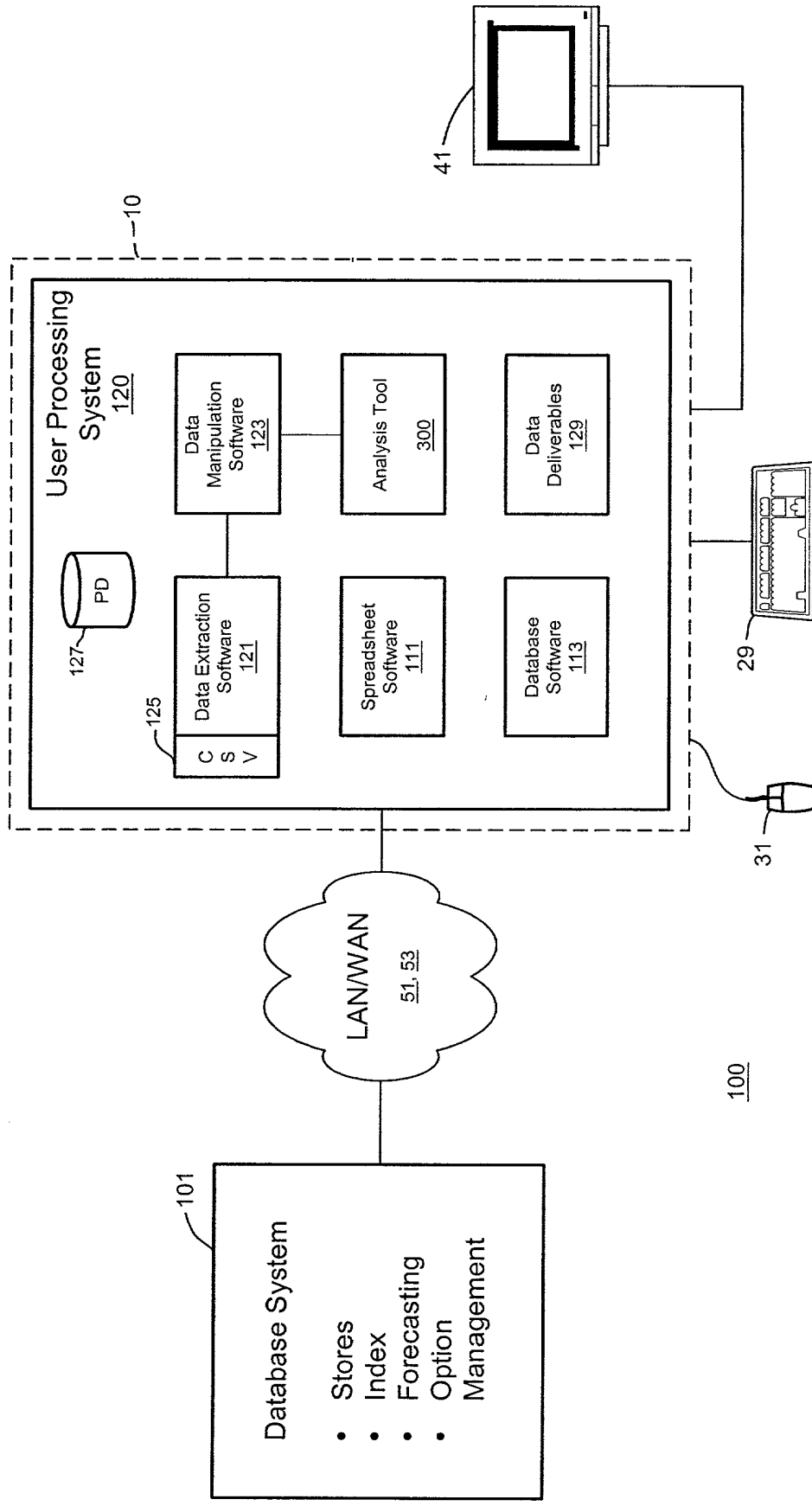


Fig. 2

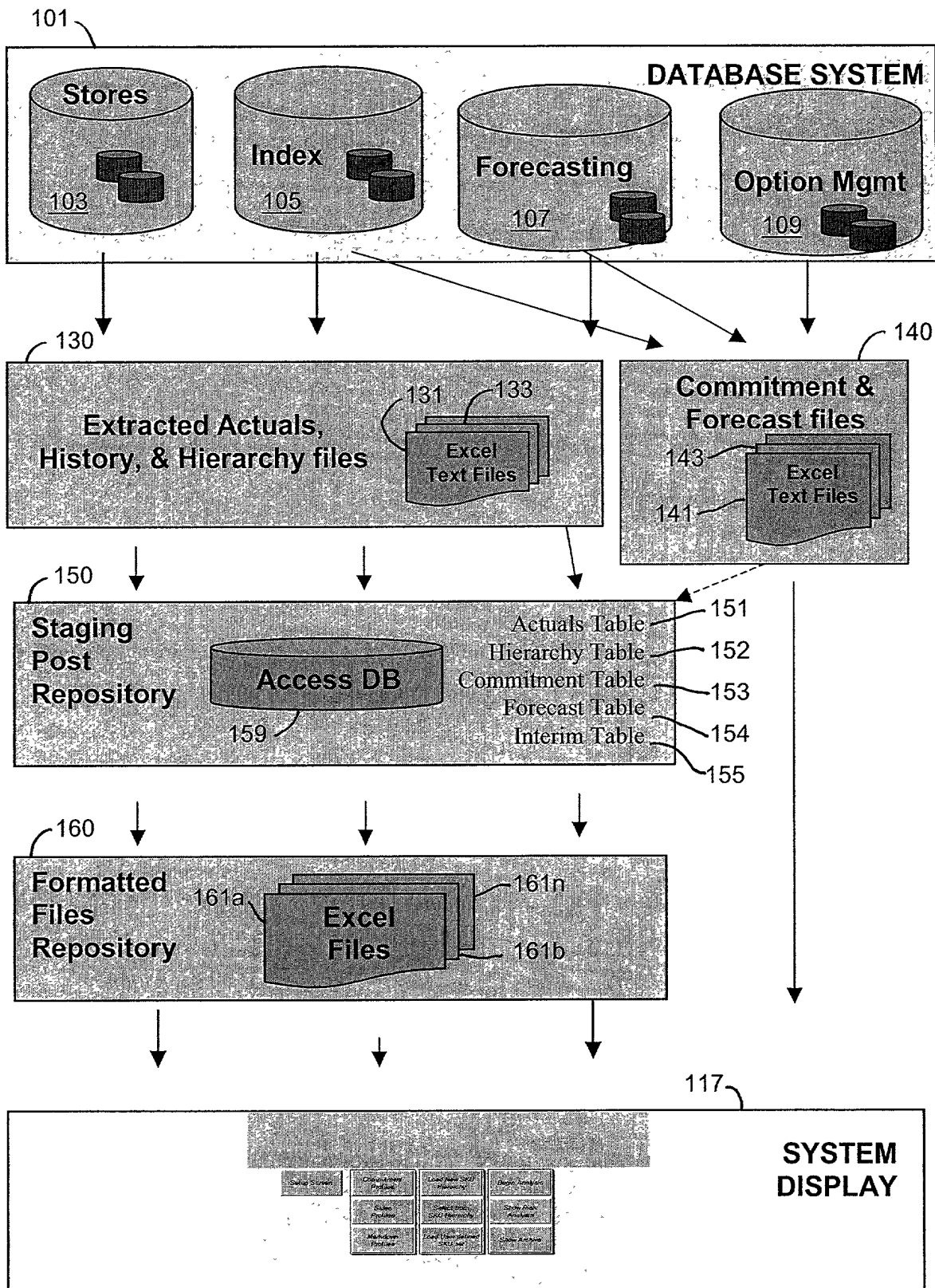


Fig. 3

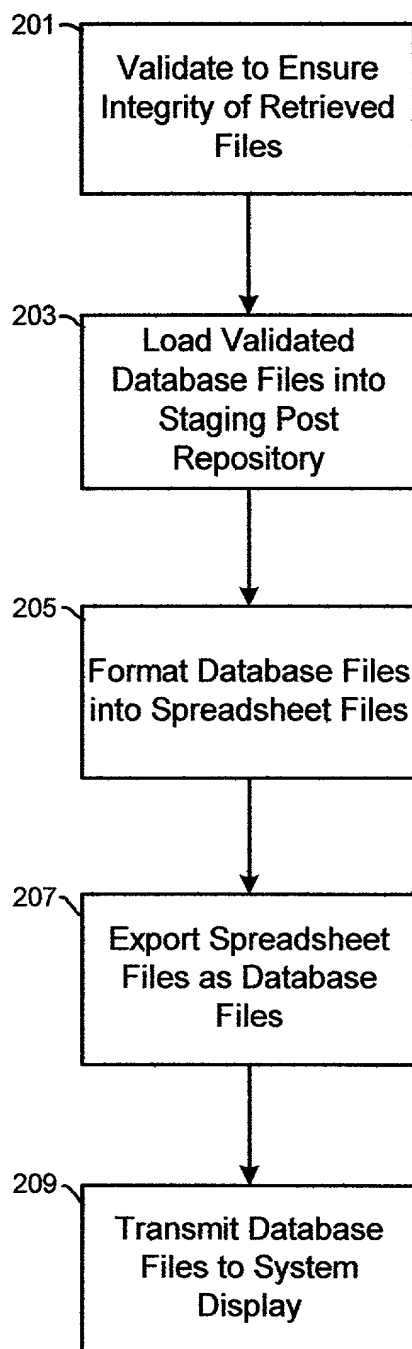


Fig. 4

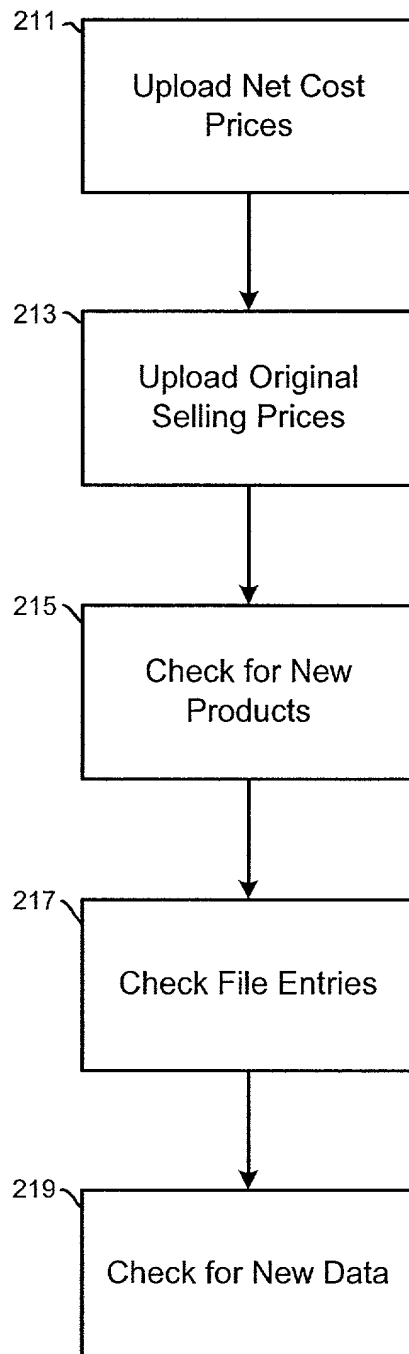


Fig. 5

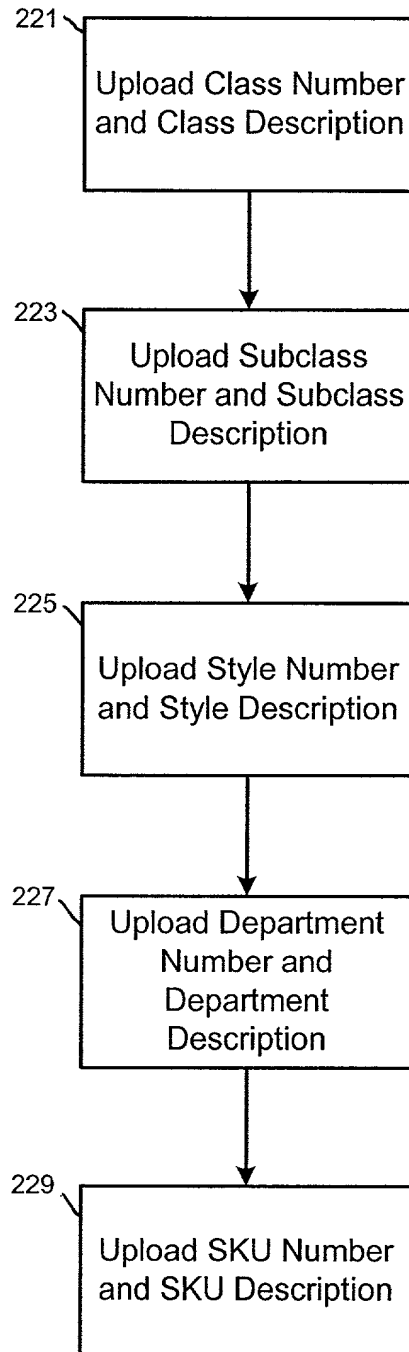


Fig. 6

Hierarchy File

CLANUM	CLADES	SCLNUM	SCLDES	STYNUM	STYDES	OPTNUM	OPTDES	SKUNUM	SKUDES
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400137	CLASSIC ACRY CREW	20310562	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400137	CLASSIC ACRY CREW	20310563	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20310564	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20550767	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	554002201	CLASSIC ACRY CREW	20550768	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400954	CLASSIC ACRY CREW	20550769	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400954	CLASSIC ACRY CREW	20668082	CLASSIC ACRY CREW
507	JUMPERS	849	BASIC ACRYLIC CREW	55400	CLASSIC ACRY CREW	55400954	CLASSIC ACRY CREW	20668083	CLASSIC ACRY CREW

Fig. 7

Actuals File

4	SKUNUM	COST	OSP	SOH	VAT	CONSTK	1	2	3	4	5	6...
4	20310562	5 8669	15	1679	17.5	250	421	343	203	119		
	20310563	5 8669	15	1488	17.5	1068	418	432	233	137		
	20310564	5 8669	15	1063	17.5	46	195	177	70	41		
	20550767	4 6924	15	2143	17.5	341	452	393	181	106		
	20550768	5 8669	15	2097	17.5	695	495	438	203	119		
	20550769	5 8669	15	1251	17.5	523	153	161	51	30		
	20668082	5 8264	15	1977	17.5	138	494	403	198	116		
	20668083	5 8264	15	2044	17.5	76	574	450	244	144		

Fig. 9

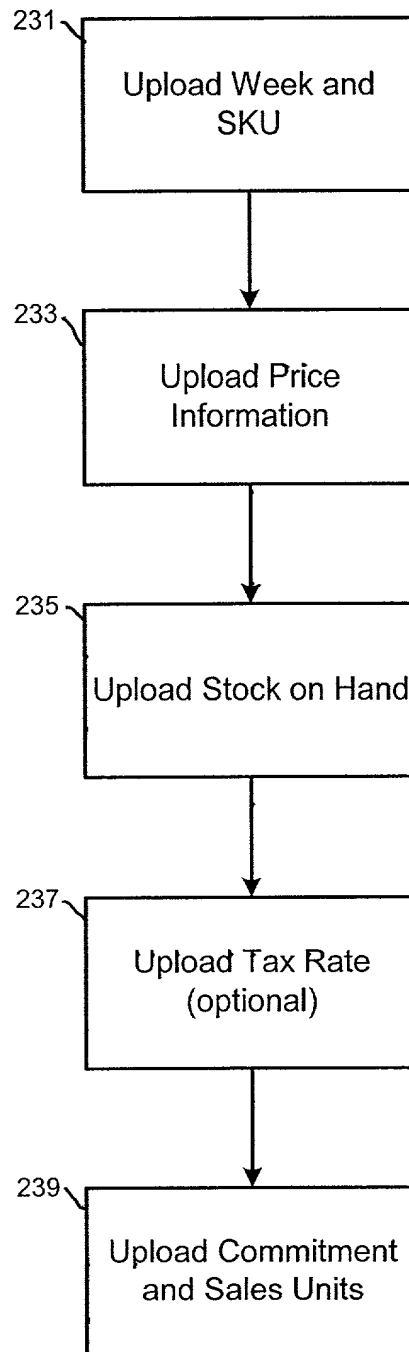


Fig. 8

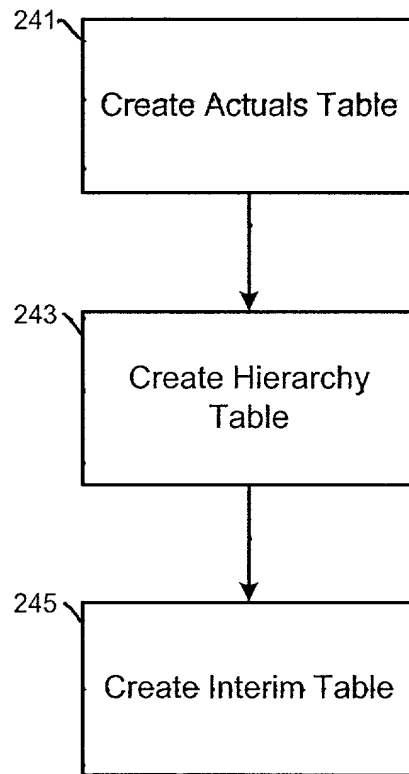


Fig. 10

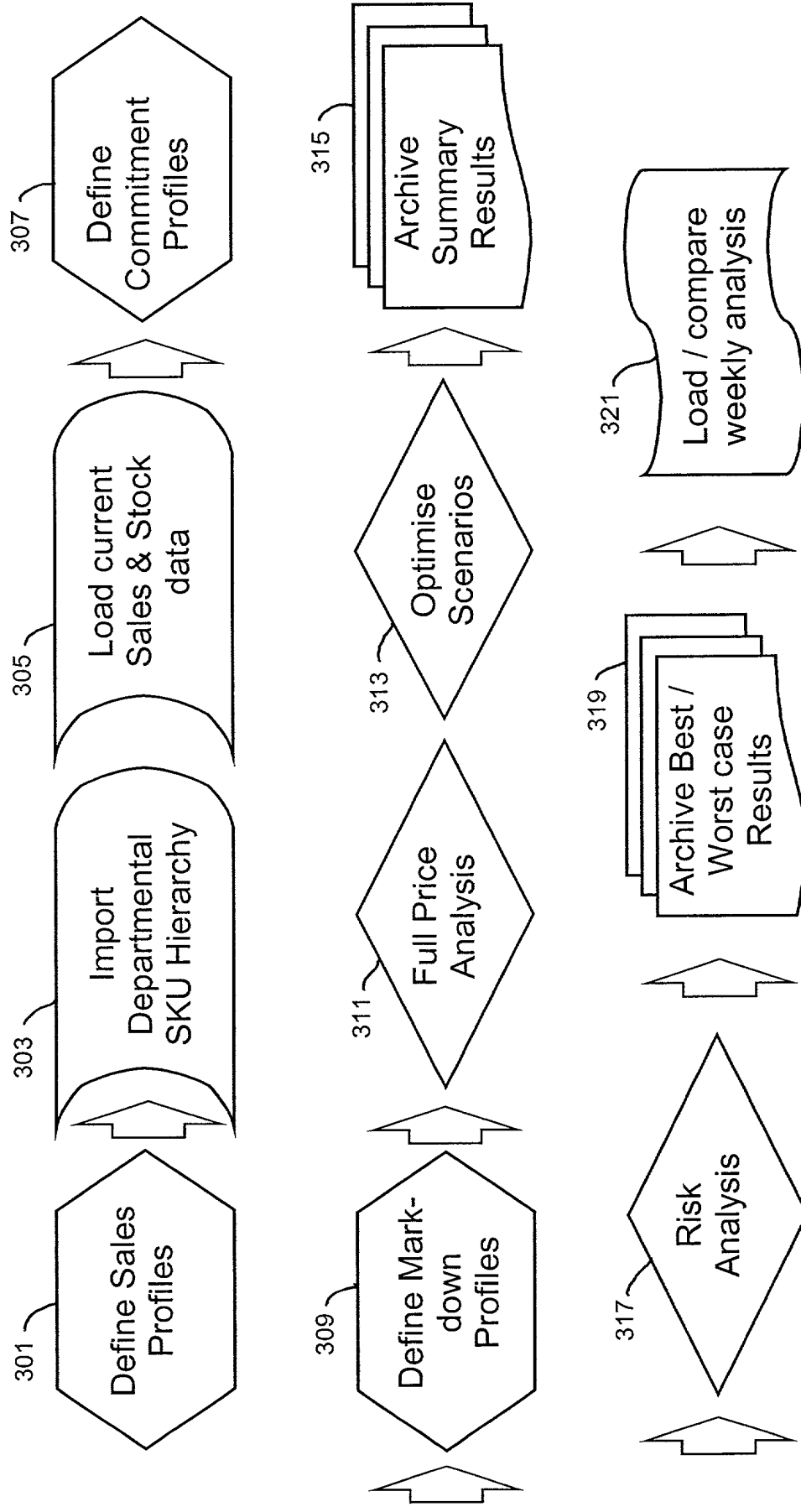


Fig. 11

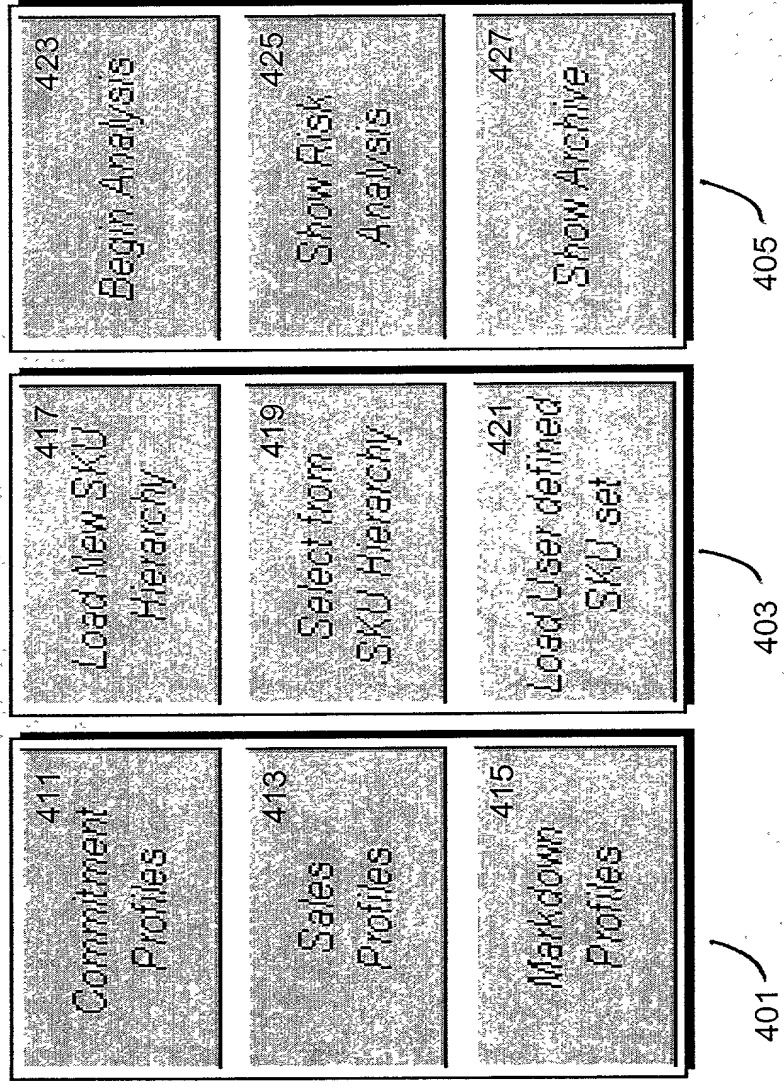


Fig. 12

FALSE

Sales Profiles

Name	Base Case	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	CAST DISCS	ABDOMINI SER	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK	FISHING NET
Number	1	2	3	4	5	6	7	8	9	10	11	12
1	100	68.0	192.0	118.0	99.0	123.0	84.0	100.0	8.0	171.0	139.0	91.0
2	100	82.0	181.0	127.0	126.0	129.0	92.0	125.0	11.0	182.0	142.0	75.0
3	100	103.0	197.0	125.0	115.0	169.0	66.0	117.0	29.0	204.0	142.0	89.0
4	100	80.0	191.0	118.0	129.0	126.0	67.0	133.0	25.0	216.0	163.0	77.0
5	100	78.0	222.0	111.0	99.0	144.0	61.0	115.0	27.0	221.0	139.0	93.0
6	100	78.0	185.0	128.0	122.0	125.0	55.0	135.0	22.0	201.0	103.0	69.0
7	100	58.0	174.0	113.0	127.0	145.0	102.0	123.0	18.0	207.0	77.0	67.0
8	100	76.0	138.0	105.0	108.0	120.0	126.0	118.0	31.0	177.0	104.0	81.0
9	100	69.0	148.0	134.0	116.0	151.0	142.0	125.0	30.0	210.0	82.0	78.0
10	100	90.0	125.0	143.0	90.0	140.0	134.0	134.0	46.0	181.0	103.0	60.0
11	100	79.0	127.0	137.0	82.0	121.0	105.0	132.0	93.0	176.0	93.0	54.0
12	100	78.0	151.0	126.0	135.0	160.0	83.0	94.0	61.0	190.0	99.0	35.0
13	100	70.0	127.0	94.0	98.0	177.0	77.0	128.0	75.0	189.0	82.0	65.0
14	100	77.0	190.0	121.0	84.0	221.0	89.0	130.0	80.0	208.0	119.0	54.0
15	100	67.0	157.0	102.0	85.0	244.0	70.0	160.0	84.0	228.0	121.0	72.0
16	100	82.0	183.0	134.0	122.0	318.0	102.0	134.0	94.0	214.0	135.0	80.0
17	100	89.0	196.0	143.0	145.0	394.0	109.0	144.0	108.0		160.0	94.0
18	100	94.0	208.0	152.0	176.0	473.0	116.0	152.0	124.0	244.0	188.0	111.0
19	100	96.0	213.0	157.0	195.0	537.0	119.0	157.0	149.0	250.0	204.0	121.0
20	100	94.0	209.0	153.0	213.0	554.0	117.0	153.0	153.0	246.0	214.0	127.0
21	100	101.0	223.0	163.0	255.0	636.0	125.0	165.0	192.0	263.0	253.0	151.0
22	100	84.0	187.0	136.0	256.0	648.0	105.0	138.0	250.0	220.0	230.0	136.0
23	100	50.0	111.0	80.0	87.0	264.0	61.0	81.0	182.0	130.0	75.0	43.0
24	100	70.0	154.0	113.0	91.0	207.0	87.0	114.0	165.0	181.0	87.0	51.0
25	100	77.0	168.0	123.0	88.0	173.0	94.0	124.0	138.0	197.0	91.0	54.0
26	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 13

Select SKUs		442		443		444		447		449		440	
Class Number	Class Description	Sub Class Number	Sub Class Description	Style Number	Style Description	Option Number	Option Description	SKU Number	SKU Description	SKU Number	SKU Description	SKU Number	SKU Description
514	FOOD GIFTS	214	COOK SETS	351000	SIZZLER SE	3510004846	SIZZLER SET NO C	20988272	SIZZLER SET NO COL NO SIZE	20988272	SIZZLER SET NO COL NO SIZE	20988272	SIZZLER SET NO COL NO SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027467	BOOK SETS:INDIA	21019815	BOOK SETS:INDIAN ONESIZE	21019815	BOOK SETS:INDIAN ONESIZE	21019815	BOOK SETS:INDIAN ONESIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027468	BOOK SETS:FREN	21019914	BOOK SETS:FRENCH ONESIZE	21019914	BOOK SETS:FRENCH ONESIZE	21019914	BOOK SETS:FRENCH ONESIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027476	BOOK SETS:ITAL	21019913	BOOK SETS:ITALIAN ONESIZE	21019913	BOOK SETS:ITALIAN ONESIZE	21019913	BOOK SETS:ITALIAN ONESIZE
514	FOOD GIFTS	214	COOK SETS	351005	TORTILLA W	3510054646	TORTILLA WARM	20998871	TORTILLA WARMER NO COL ONESIZE	20998871	TORTILLA WARMER NO COL ONESIZE	20998871	TORTILLA WARMER NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351006	BAMBOO S	3510064646	BAMBOO SATAY	20998937	BAMBOO SATAY SET NO COL ONESIZE	20998937	BAMBOO SATAY SET NO COL ONESIZE	20998937	BAMBOO SATAY SET NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351007	CHINESE DI	3510074646	CHINESE DIP SET	20998932	CHINESE DIP SET NO COL ONESIZE	20998932	CHINESE DIP SET NO COL ONESIZE	20998932	CHINESE DIP SET NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351008	NAAN SET	3510084646	NAAN SET NO CO	20998938	NAAN SET NO COL ONESIZE	20998938	NAAN SET NO COL ONESIZE	20998938	NAAN SET NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351012	THAI TRAY	3510124646	THAI TRAY NO CC	21003306	THAI TRAY NO COL ONESIZE	21003306	THAI TRAY NO COL ONESIZE	21003306	THAI TRAY NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351013	RICE STEAM	3510134646	RICE STEAMER	20998934	RICE STEAMER NO COL ONESIZE	20998934	RICE STEAMER NO COL ONESIZE	20998934	RICE STEAMER NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351014	GARLIC BOI	3510144646	GARLIC BOOK SE	21003302	GARLIC BOOK SET NO COL ONESIZE	21003302	GARLIC BOOK SET NO COL ONESIZE	21003302	GARLIC BOOK SET NO COL ONESIZE
514	FOOD GIFTS	214	COOK SETS	351154	CIABATTA	3511549999	CIABATTA SET N	20875492	CIABATTA SET NO COLOUR NO SIZE	20875492	CIABATTA SET NO COLOUR NO SIZE	20875492	CIABATTA SET NO COLOUR NO SIZE
514	FOOD GIFTS	610	CANT COOK	351100	CHILLI HOT	3511004646	CHILLI HOT SAUCI	20998947	CHILLI HOT SAUCE NO COL ONESIZE	20998947	CHILLI HOT SAUCE NO COL ONESIZE	20998947	CHILLI HOT SAUCE NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351101	DOCTOR SC	3511014646	DOCTOR SCARY I	20998948	DOCTOR SCARY PICKLES NO COL ONESIZE	20998948	DOCTOR SCARY PICKLES NO COL ONESIZE	20998948	DOCTOR SCARY PICKLES NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351102	BEER SOUP	3511024646	BEER SOUP NO C	20998949	BEER SOUP NO COL ONESIZE	20998949	BEER SOUP NO COL ONESIZE	20998949	BEER SOUP NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351103	FRIDAY NIG	3511034646	FRIDAY NIGHT CL	20998951	FRIDAY NIGHT CURRY NO COL ONESIZE	20998951	FRIDAY NIGHT CURRY NO COL ONESIZE	20998951	FRIDAY NIGHT CURRY NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351104	KILLER CHIL	3511044646	KILLER CHILLINO	20998952	KILLER CHILLINO COL ONESIZE	20998952	KILLER CHILLINO COL ONESIZE	20998952	KILLER CHILLINO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351105	COWBOY BI	3511054646	COWBOY BEAN S	20998960	COWBOY BEAN SOUP NO COL ONESIZE	20998960	COWBOY BEAN SOUP NO COL ONESIZE	20998960	COWBOY BEAN SOUP NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351106	WINE PIZZA	3511064646	WINE PIZZA NO CI	20998961	WINE PIZZA NO COL ONESIZE	20998961	WINE PIZZA NO COL ONESIZE	20998961	WINE PIZZA NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351107	MEGA COFFI	3511144646	MEGA COFFEE NO	20998962	MEGA COFFEE NO COL ONESIZE	20998962	MEGA COFFEE NO COL ONESIZE	20998962	MEGA COFFEE NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351108	DRINK MIX	3511084646	DRINK MIX NO CO	20998963	DRINK MIX NO COL ONESIZE	20998963	DRINK MIX NO COL ONESIZE	20998963	DRINK MIX NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351108	DRINK MIX	3512054646	DRINK MIX B. MAI	21042549	DRINK MIX B. MARY ONESIZE	21042549	DRINK MIX B. MARY ONESIZE	21042549	DRINK MIX B. MARY ONESIZE
514	FOOD GIFTS	610	CANT COOK	351110	HOT TOMA	3511104646	HOT TOMATOES S.	20998965	HOT TOMATOES SAUCE NO COL ONESIZE	20998965	HOT TOMATOES SAUCE NO COL ONESIZE	20998965	HOT TOMATOES SAUCE NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351111	CHILLI BEEF	3511114646	CHILLI BEER & NU	21009048	CHILLI BEER & NUTS NO COL ONESIZE	21009048	CHILLI BEER & NUTS NO COL ONESIZE	21009048	CHILLI BEER & NUTS NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351112	BREAKFAST	3557104646	BREAKFAST CER	21020258	BREAKFAST CEREAL NO COL ONESIZE	21020258	BREAKFAST CEREAL NO COL ONESIZE	21020258	BREAKFAST CEREAL NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351113	SAUCE-CHI	3519174646	SAUCE-CHICKEN	21020260	SAUCE-CHICKEN NO COL ONESIZE	21020260	SAUCE-CHICKEN NO COL ONESIZE	21020260	SAUCE-CHICKEN NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351114	SAUCE-BUF	3545024646	SAUCE-BURGER I	21020262	SAUCE-BURGER NO COL ONESIZE	21020262	SAUCE-BURGER NO COL ONESIZE	21020262	SAUCE-BURGER NO COL ONESIZE
514	FOOD GIFTS	610	CANT COOK	351258	CHILLI HOT	3512589999	CHILLI HOT SAUCI	20875546	CHILLI HOT SAUCE NO COLOUR NO SIZE	20875546	CHILLI HOT SAUCE NO COLOUR NO SIZE	20875546	CHILLI HOT SAUCE NO COLOUR NO SIZE
514	FOOD GIFTS	611	UMERIA	351201	SALAD DRE	3512014646	SALAD DRESSING	20998966	SALAD DRESSING KIT NO COL ONESIZE	20998966	SALAD DRESSING KIT NO COL ONESIZE	20998966	SALAD DRESSING KIT NO COL ONESIZE
514	FOOD GIFTS	611	UMERIA	351202	OIL & VINEG	3512024646	OIL & VINEGAR P F	20998967	OIL & VINEGAR RACK NO COL ONESIZE	20998967	OIL & VINEGAR RACK NO COL ONESIZE	20998967	OIL & VINEGAR RACK NO COL ONESIZE
514	FOOD GIFTS	611	UMERIA	351203	OLIVES & DI	3512034646	OLIVES & DISH SE	20998968	OLIVES & DISH SET NO COL ONESIZE	20998968	OLIVES & DISH SET NO COL ONESIZE	20998968	OLIVES & DISH SET NO COL ONESIZE
514	FOOD GIFTS	611	UMERIA	351204	ITALIAN BA	3512044646	ITALIAN BASKET I	20998969	ITALIAN BASKET NO COL ONESIZE	20998969	ITALIAN BASKET NO COL ONESIZE	20998969	ITALIAN BASKET NO COL ONESIZE
514	FOOD GIFTS	611	UMERIA	351205	SPAGHETT	3512054646	SPAGHETTI JARI	20998970	SPAGHETTI JAR NO COL ONESIZE	20998970	SPAGHETTI JAR NO COL ONESIZE	20998970	SPAGHETTI JAR NO COL ONESIZE
514	FOOD GIFTS	611	UMERIA	351206	LAYERED P	3512067375	LAYERED PULSES	21000157	LAYERED PULSES TALL ONESIZE	21000157	LAYERED PULSES TALL ONESIZE	21000157	LAYERED PULSES TALL ONESIZE

Fig. 14

450

Analysis Functions	Sort Options	Levelup Level down	Back	Base Analysis									
				↑									
				Start week 13 End week 24 4/week 24									
SKU number SKU description				Taken from hierarchy									
Net Cost (unit)	DSP (unit)	VAT (%)	S.O.H (units)	SALES adjusted actuals	SALES last week actuals	Contracted Stock (line SOO)	Profiles		Option 1 Profile	Option 2 Profile	Option 3 Profile		
								Commit	Sales				
20988272	6.32	12.00	14.0	2080	1080.4	332	2400	11	11				
21013815	3.77	7.00	0.0	3738	262.9	297	2724	11	11				
21013914	3.77	7.00	0.0	3079	212.8	205	1239	11	11				
21013913	3.77	7.00	0.0	3939	327.6	320	2523	11	11				
20988781	7.30	14.00	11.0	1023	232.2	278	1788	11	11				
20988937	4.12	8.00	9.2	1013	186.2	188	702	11	11				
20988932	6.02	10.00	17.5	2336	288.5	348	144	11	11				
20988938	6.27	12.00	10.0	736	72.6	74	131	11	11				
21003306	7.55	15.00	9.1	1359	204.8	206	246	11	11				
20988934	6.96	12.00	15.0	1016	323.6	379	174	11	11				
21003302	4.82	9.00	0.0	3103	434.7	384	373	11	11				
20875492	6.45	12.00	0.0	170	8.1	0	0	11	11				
				451	455	457	+						
				453									

451

453

455

457



Fig. 15

FIG. 16

Options		Level up	Level down	Back	Weekly Sale		460										467	
SKU number	SKU description	Sales Profile	Profile	Re-Buy	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20	Week 21	Week 22	Week 23	Week 24			
20988272	SIZZLER SET NO COLONE	11	1	3500	1262	1406	1806	1802	1627	138								
21013916	BOOK SETS INDIAN ONE	11	5		568	581	350	438	1189	93								
21013914	BOOK SETS FRENCH ONE	11	5		460	470	315	355	982	75								
21013913	BOOK SETS ITALIAN ONE	11	5		708	724	487	517	1481	116								
20988781	TORTILLA WARMER NO	11	5		341	380	434	487	413	37								
20988837	BAMBOO SATAY SET NO	11	1		182	203	232	281	221	20								
20988832	CHINESE DIP SET NO CO	11	1		311	347	386	445	377	34								
20988938	NAAN SET NO COLONES	11	1		85	94	108	121	103	9								
21003306	THAI TRAY NO COLONE	11	1		239	266	304	342	289	26								
20988834	RICE STEAMER NO COL	11	1	1500	378	421	481	540	457	41								
21003302	GARLIC BREAD SET NO CO	11	1		508	565	616	725	614	55								
20875492	CIABATTA SET NO COLC	11	1		9	10	12	13	11	1								

461	463	465
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Fig. 16

470

Commitment Profiles

Name Number	Test	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	CAST DISCS	ABDOMONI SER	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK	FISHING NET
1	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
12	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
13	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
14	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
16	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
17	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
18	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
19	1	0.0	0.0	0.0	0.0	0.0	0.0	430.0	700.0	0.0	270.0	0.0
20	0	0.0	0.0	9.0	1610.0	0.0	0.0	0.0	0.0	0.0	0.0	760.0
21	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
22	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
23	0	430.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
24	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
26	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 17

Markdown Profile

Name	Full Price	Promotion	Clearance	Reprice
Number	1	2	3	4
Fixed Cost				
Type	Price (-ve)	Price (-ve)	Price (-ve)	Price (-ve)
1	0	0	0	0
2	0	0	0	0
3	0	0	0	0
4	0	0	0	0
5	0	0	0	0
6	0	0	0	0
7	0	0	0	0
8	0	0	0	0
9	0	0	0	0
10	0	0	0	0
11	0	0	0	0
12	0	0	0	0
13	0	0	0	0
14	0	0	0	0
15	0	0	0	0
16	0	0	0	0
17	0	0	0	0
18	0	0	0	0
19	0	0	0	0
20	0	0	0	0
21	0	0	0	0
22	0	0	0	0
23	0	0	0	0
24	0	0	0	0
25	0	0	0	0
26	0	0	0	0
27	0	0	0	0
28	0	0	0	0

Fig. 18

Analysis Functions	Sort Options	Level up	Level down	Back										
					Option 1	Option 2	Option 3	Option 1						
SKU number	SKU description	Re-Buy Profile	Re-Buy Profile	Re-Buy Profile	Sales @ DSP	Markdown / Reprice Cost	Actual Sales Inc VAT	Net Cost Price Value	Profit post Markdown	Units Sold	Residual Stock	Clearance Markdown In Stock	Total Stock	Deficit
20388272	SIZZLER SET NO COOLD	1	2	2	2222,335	£0	£222,335	£119,225	£85,774	21,678	14,349	£0	4,403	
21018915	BOOK SETS INDIANONES	1	2	2	53520	0	53520	28172	18775	4460	0	0	3277	
21018914	BOOK SETS FRENCHON	1	2	2	13176	0	13176	7039	6077	1882	4580	0	0	
21018913	BOOK SETS ITALIANONE	1	2	2	10668	0	10668	5748	4920	1524	2734	0	0	
20998781	TORTILLA WARMERNO	1	2	2	16422	0	16422	8848	7574	2346	4118	0	0	
20998937	BAMBOO SATAY SETNO	1	2	2	29291	0	29291	15283	11105	2032	725	0	2032	
20998932	CHINESE DIP SETNO CO	1	2	2	8948	0	8948	4506	3588	1118	503	0	0	
20998938	NAAN SETNO COLONE	1	2	2	19083	0	19083	11479	4782	1908	571	0	0	
21003306	THAI TRAY NO COLONE	1	2	2	6241	0	6241	3260	2414	520	347	0	0	
20998904	RICE STEAMER NO COLO	1	2	2	22000	0	22000	11074	5091	1467	138	0	0	
21003302	GARLIC BOOK SETNO CO	1	2	2	14280	0	14280	8274	3331	0	0	0	14280	
20875492	DIABAITA SETNO COLO	1	2	2	682	0	682	0	0	0	0	0	0	

Output KPIs, including profit, sales, cost of
markdown and residual stock

Hierarchy level
number/description

Fig. 19

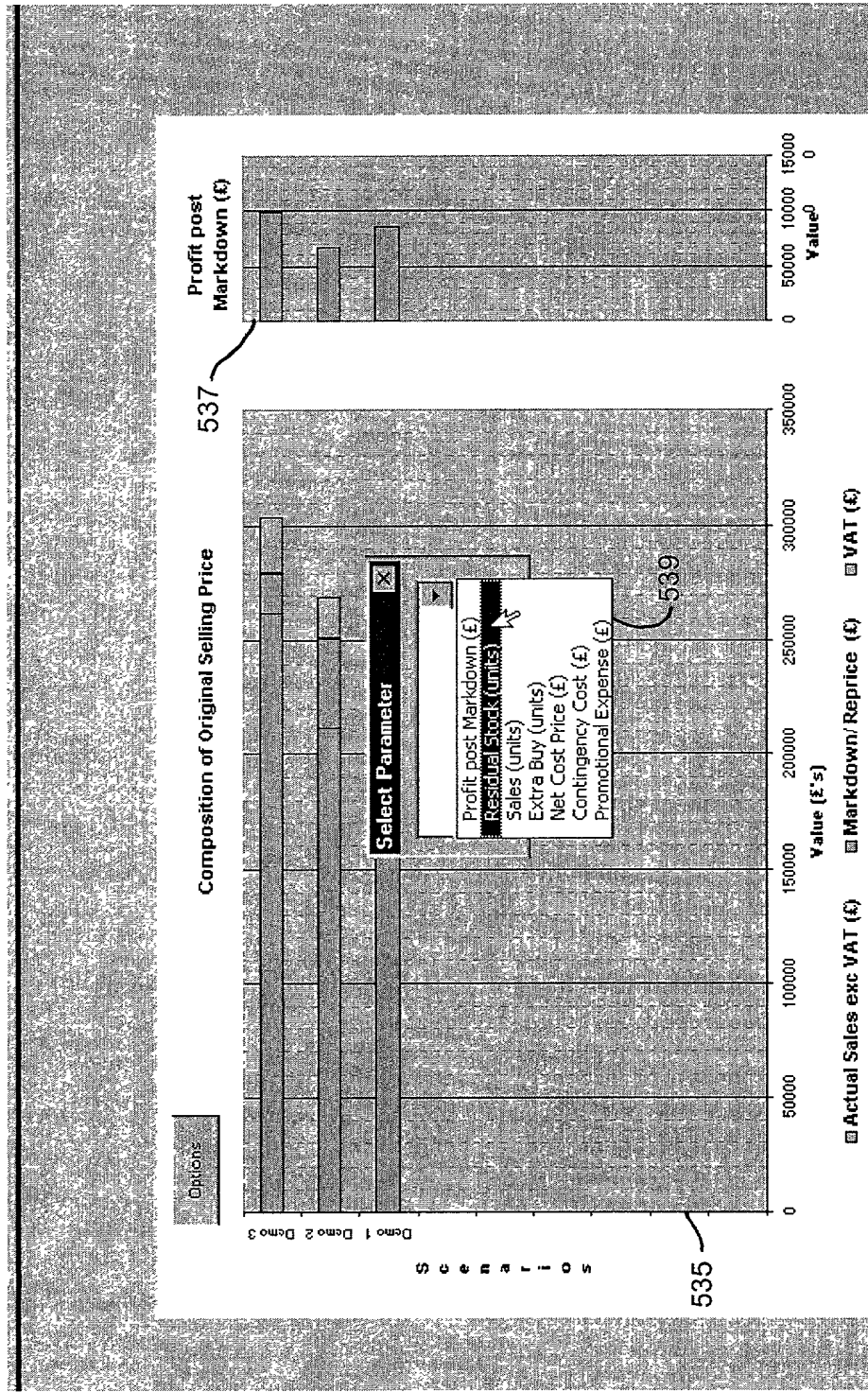


Fig. 20

550

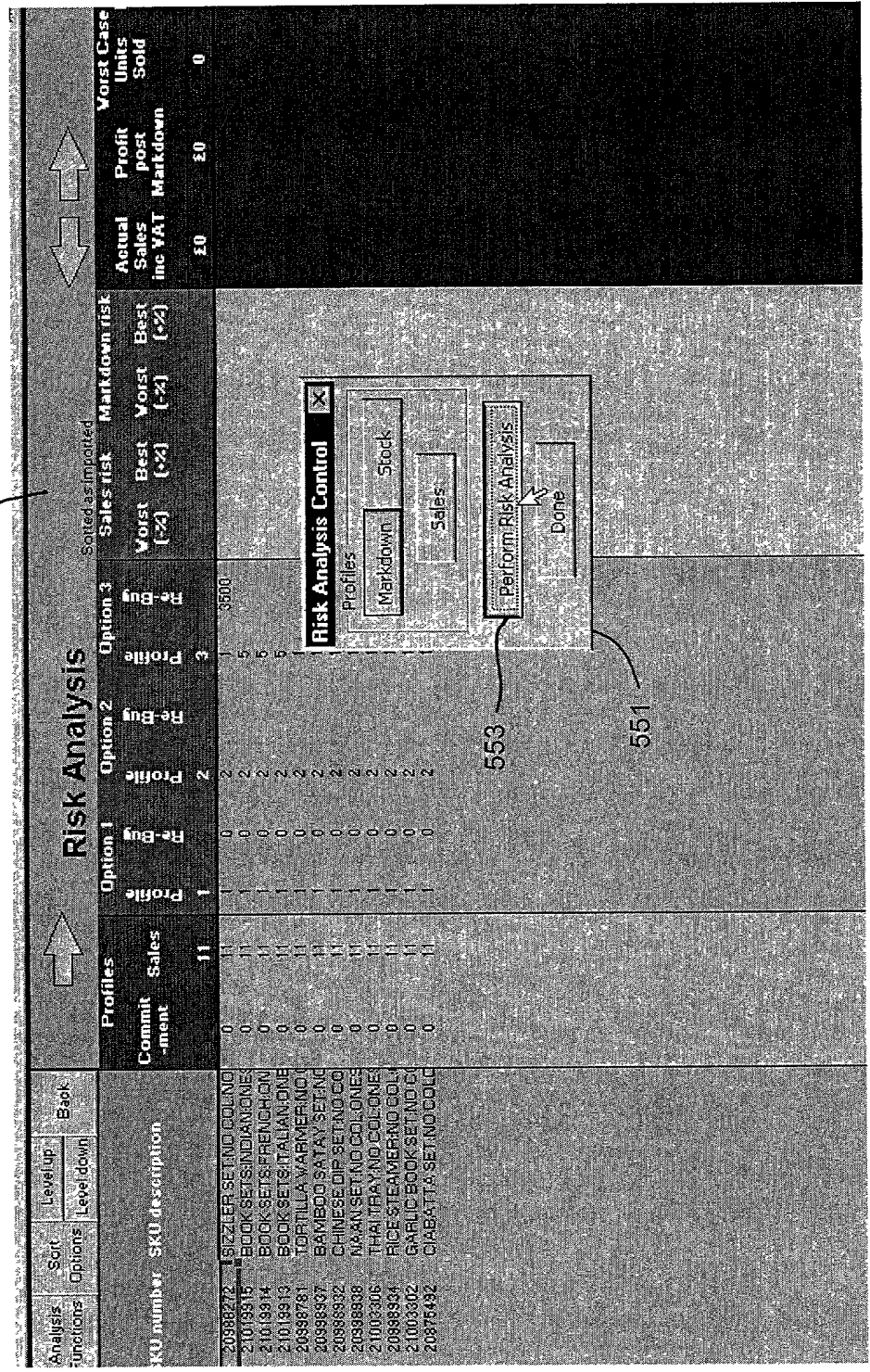


Fig. 21

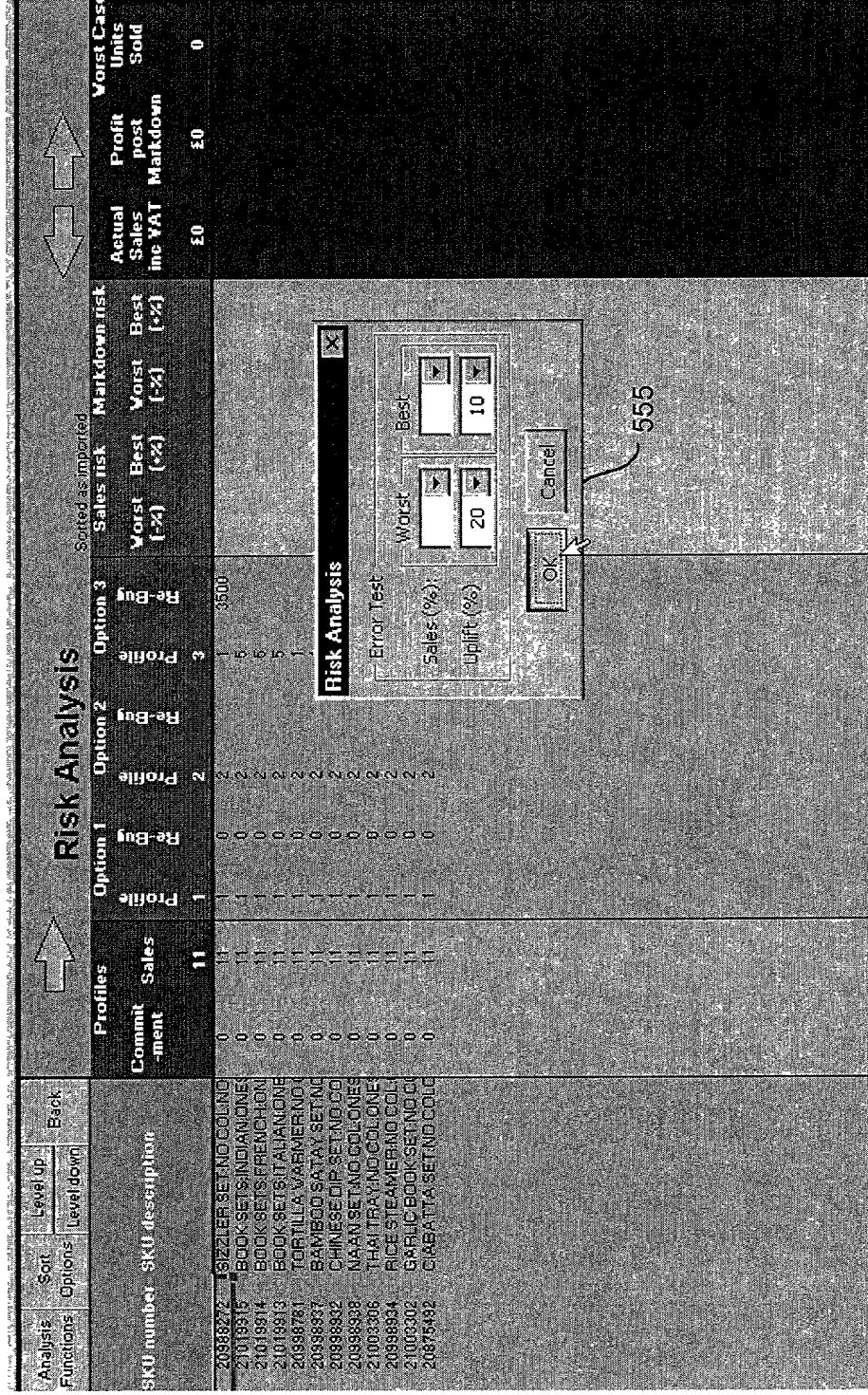
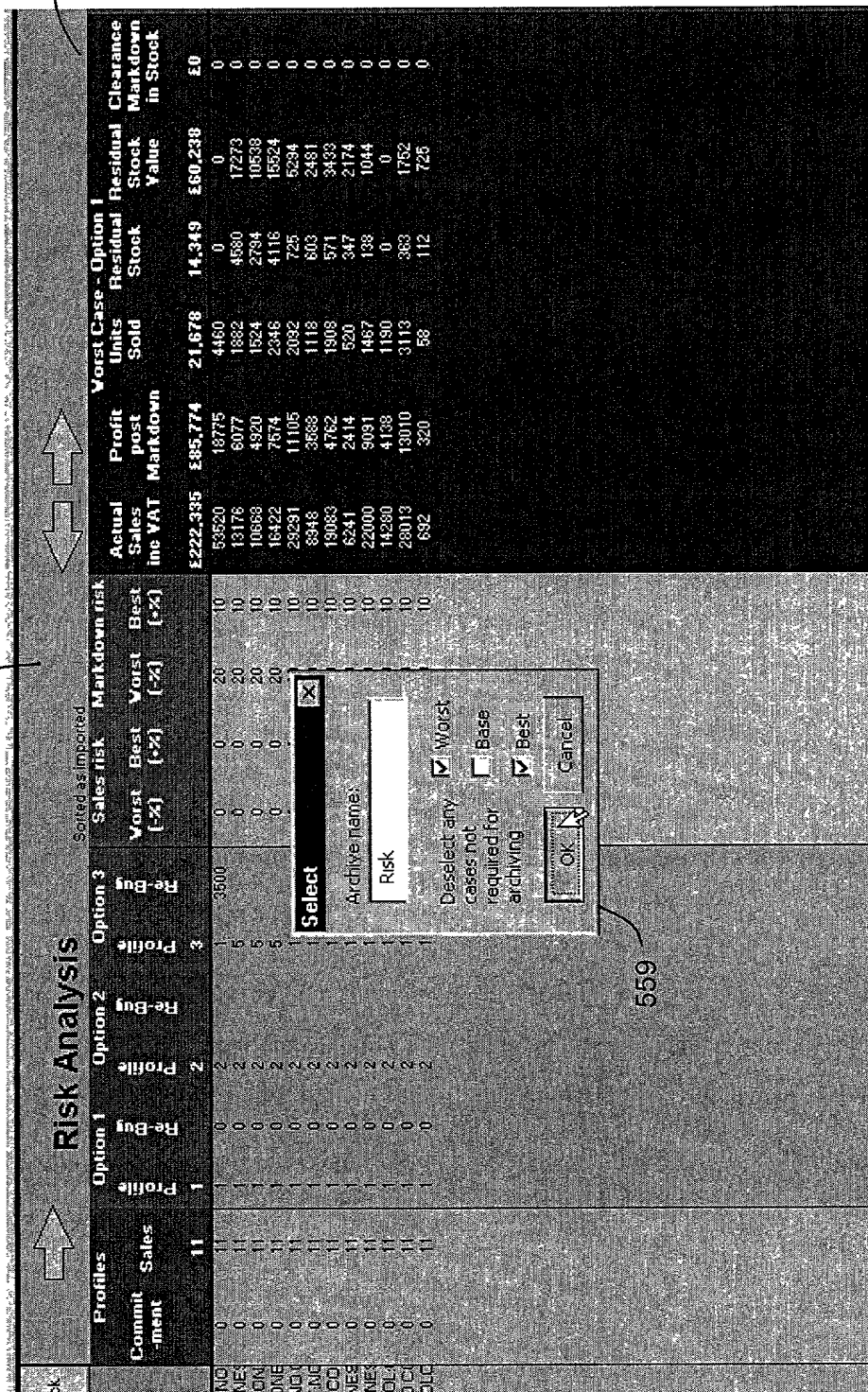


Fig. 22

570

557



559

Fig. 23

Options	Scenarios	Demo			Demo			Risk - Best			Risk - Best		
		1	2	3	1	2	3	1	2	3	1	2	3
OSP	Original Selling Price (£)	222335	269689	304633	222335	269689	304633	222335	264458	298741	222335	272305	307578
	Markdown/Reprice (£)	0	40285	18622	0	40285	18622	0	37669	16318	0	41693	19773
	Markdown / Reprice (% OSP)	0.0	14.9	6.1	0.0	14.9	6.1	0.0	14.2	5.5	0.0	15.3	6.4
Actual Sales	Actual Sales inc VAT (£)	222335	229404	286011	222335	229404	286011	222335	226789	282424	222335	230712	287805
	Actual Sales inc VAT (% OSP)	100.0	85.1	93.9	100.0	85.1	93.9	100.0	85.8	94.5	100.0	84.7	93.6
	VAT (£)	17336	17702	23929	17336	17702	23929	17336	17640	23929	17336	17733	23929
Cost	Actual Sales exc VAT (£)	204999	211702	262082	204999	211702	262082	204999	209148	258495	204999	212979	263876
	Actual Sales exc VAT (% OSP)	100.0	84.8	93.4	100.0	84.8	93.4	100.0	85.5	94.1	100.0	84.4	93.0
	Net Cost Price (£)	119225	144632	163633	119225	144632	163633	119225	141903	160459	119225	146086	165221
Profit	Net Cost Price (% OSP)	58.2	57.9	58.3	58.2	57.9	58.3	58.2	58.0	58.4	58.2	57.9	58.2
	Contingency Cost (£)	0	0	0	0	0	0	0	0	0	0	0	0
	Promotional Expense (£)	85774	67010	98449	85774	67010	98449	85774	67245	98036	85774	66893	98656
CMS Index	Profit post Markdown (£)	42	27	35	42	27	35	42	27	36	42	27	35
	Profit post Markdown (% OSP)	0	0	0	0	0	0	0	0	0	0	0	0
	Clearance Markdown in Stock (£)	41.8	42.1	41.7	41.8	42.1	41.7	41.8	42.0	41.6	41.8	42.1	41.8
Units	Buying Margin (%)	21678	26945	30290	21678	26945	30290	21678	26251	29448	21678	27292	30711
	Sales (units)	14349	9082	10737	14349	9082	10737	14349	9776	11579	14349	8735	10316
	Residual Stock (units)	7	7	7	7	7	7	7	7	7	7	7	7
Scenario parameters	Weeks	0	0	5000	0	0	5000	0	0	5000	0	0	5000
	Extra Buy (units)	1	2	1	1	2	1	1	1	1	1	1	1
	Most frequent profile (number)	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13
Most frequent profile (name)		Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13	Base Case / clear P13
% of SkUs applied to		100	100	75	100	100	75	75	0	0	75	0	0

Fig. 24

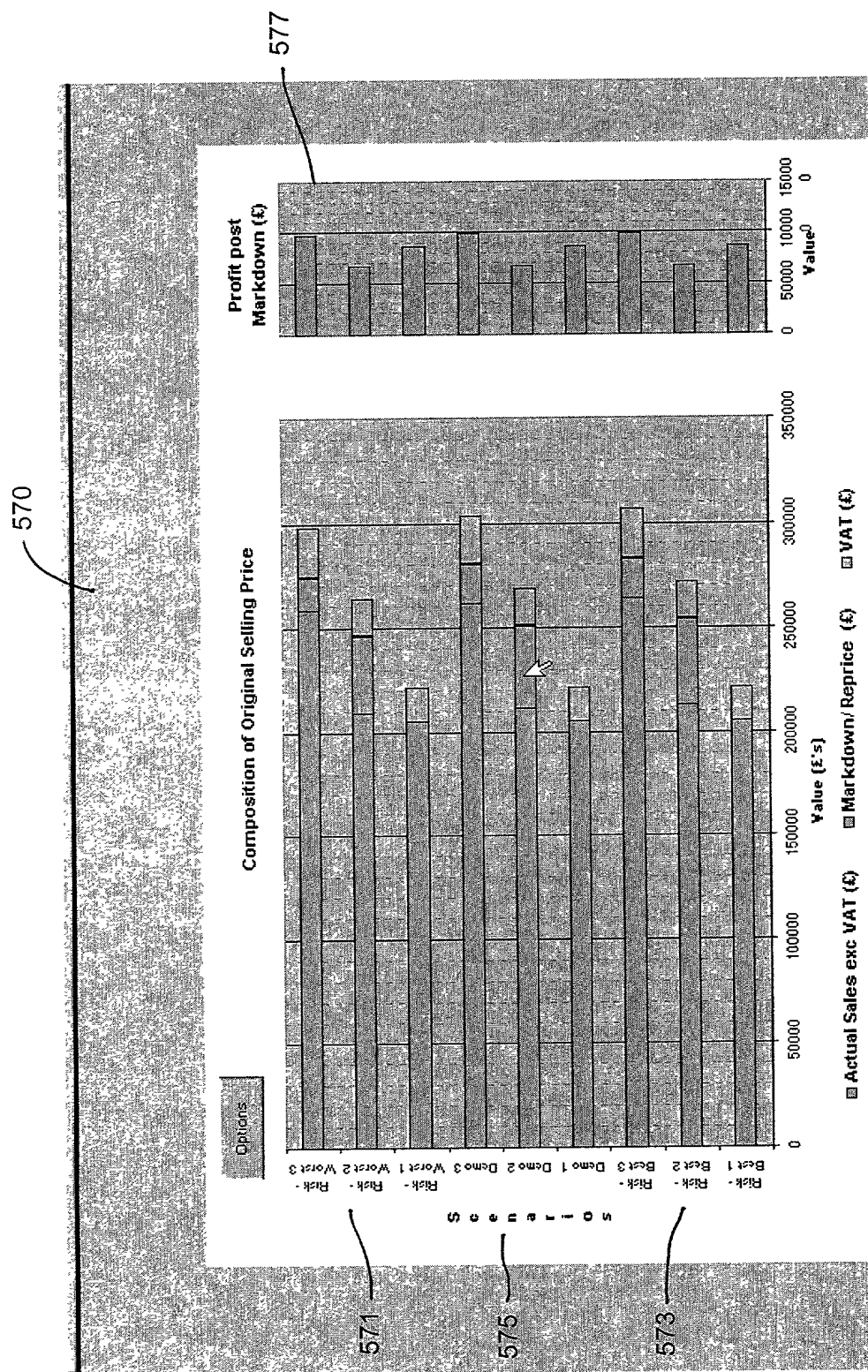


Fig. 25

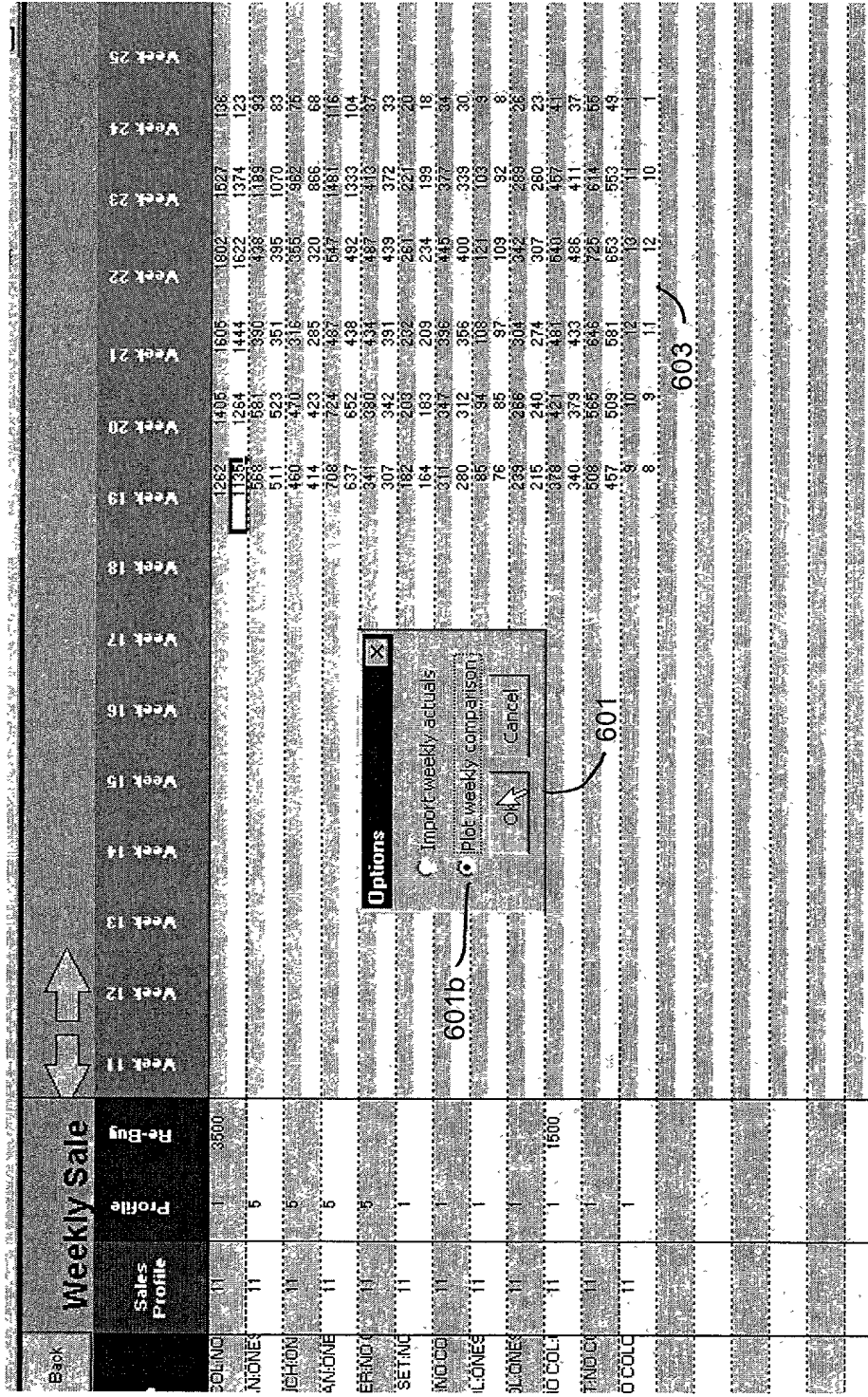


Fig. 27

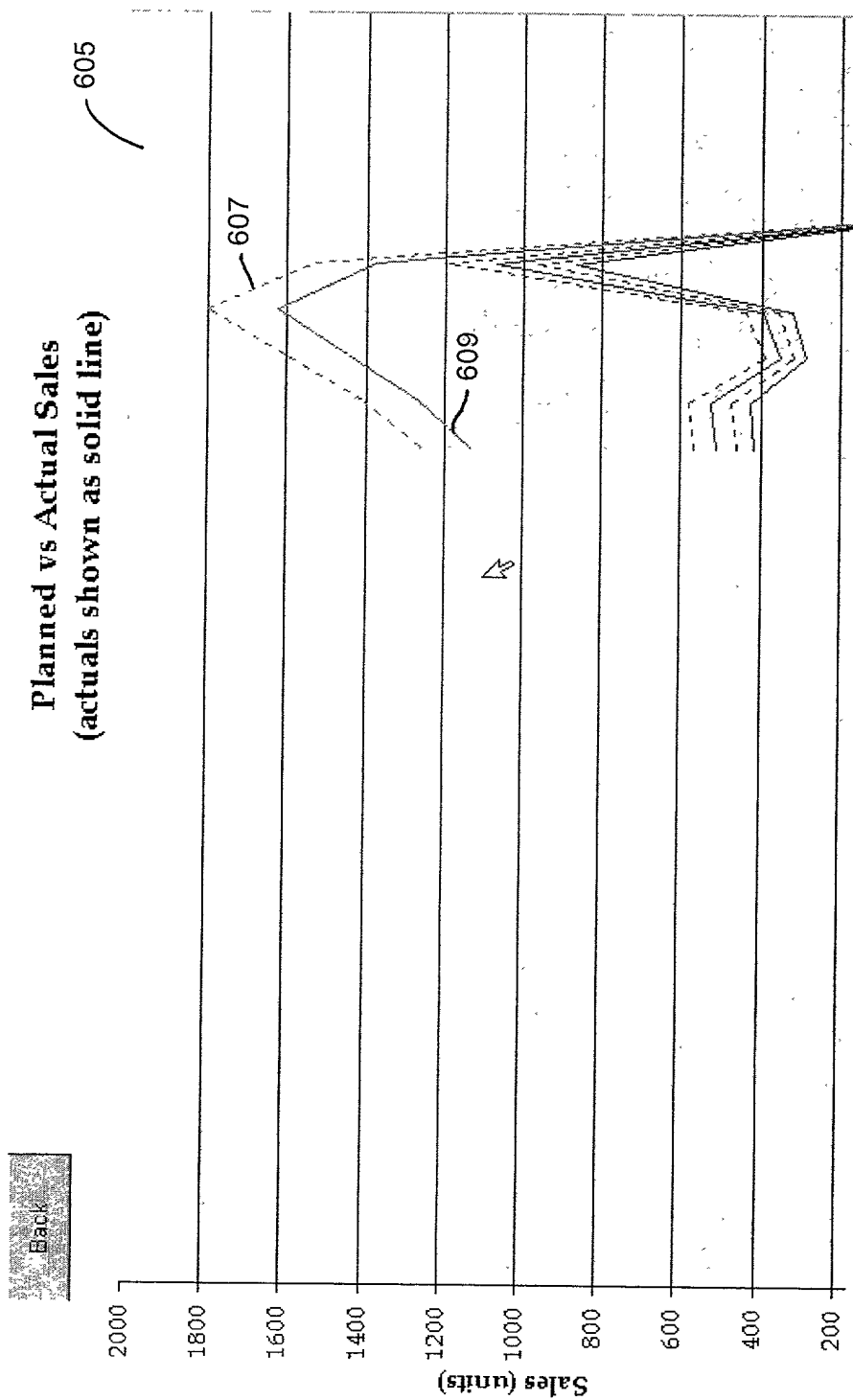


Fig. 28

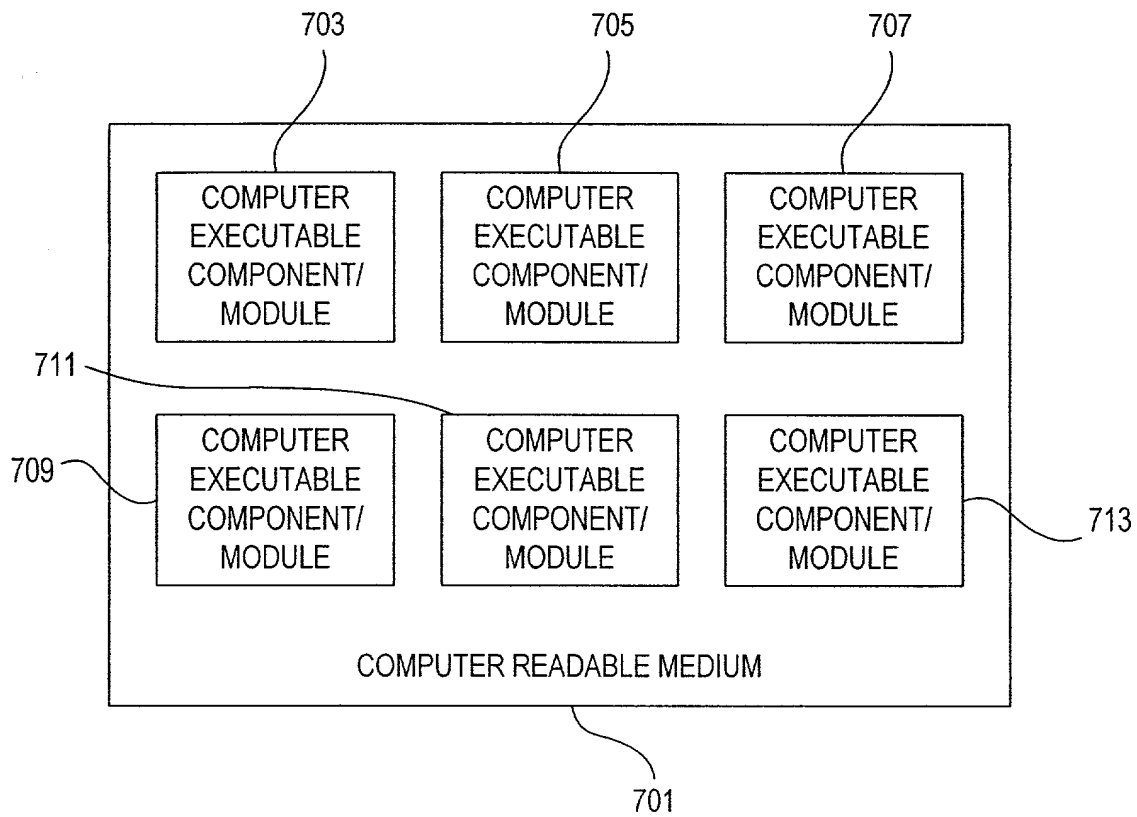


FIG. 29